



September 2001
Volume 1, Issue 4

Kansas City Federal Executive Board's Minority Small Business News



A Publication of the Federal Executive Board's Minority Small Business Subcommittee 2001

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Special Events: *Pat Brown Dixon, U.S. General Services Administration*

Special Interest Articles:

"Contacts for Contracts"
EXPO on October 3! And,
Other MED Week Events!

Search Engines Simplify
Your Quest for Doing
Business with the Federal
Government

Satellite Janitorial, Inc.
wins prestigious, national
MED Week Award

The September/October
Calendar of Minority Small
Business Events

The Contacts for Contracts EXPO

The Federal Executive Board's Minority Small Business Committee and the Greater Kansas City MED Week Committee will be sending you a brochure next week, inviting you to attend our day-long Contracting EXPO on Wednesday, October 3rd.

Many federal agency employees have worked very hard on this project, giving of their free time to make it one of the best contracting opportunities for you. My thanks goes to all of them, many of whom you will see at the EXPO as volunteers making sure everything is ready for your arrival. A very special thanks goes to the Greater Kansas

City Chamber of Commerce for their assistance in designing and printing the actual mailing brochures!

Rather than rehash the EXPO schedule here, we have included the brochure copy on page in this newsletter. We'll save the original to be mailed to you. Just in case you aren't already on some agency's mailing list, don't be dismayed. If you can attend the EXPO, you certainly will be in the future.

Please plan to attend this and other MED Week events! It'll do our business good.

- Lt. Col. Gary Heer

CONTACT US!

E-mail your Newsletter or Calendar Items for possible inclusion in this newsletter to:

June.Teasley@sba.gov

The Greater Kansas City Minority Small Business Contracting Guide will soon be ON THE WEB.

You and others can access this newsletter by connecting to the [Kansas City District Office](#) of the U.S. Small Business Administration. Look under MED! The web address is:

<http://www.sba.gov/kansas city/>

New Search Engines on Web Sites Simplify Searching for Contracts by the Business Computer User

Small businesses in economically distressed areas around the country can now use a no-cost, online search tool created by the U.S. Small Business Administration to identify federal contracting opportunities available to certified firms in the agency's HUBZone Empowerment Contracting Program.

The newest search tool supplies a direct link to the online Commerce Business Daily Net (CBD-Net), which posts procurement opportunities daily. **Later this year, it will also accommodate a new single-point government-wide procurement postings Web site, FedBizOpps.gov**, which is expected to supplement CBD-Net starting October 1.

The HUBZone program's newest search tool makes its debut just two months after HUBZone Gateway—an online business tool and extension of the SBA's PRO-Net database.

The Gateway was designed to link contracting officers with HUBZone firms in the estimated \$200 billion-per-year federal contract marketplace and allow contracting officers to fill contracts. **Both the new search tool and HUBZone Gateway can be accessed at www.sba.gov/hubzone.**



Our Condolences to All Who Lost Loved Ones In the Attack Against America...

Here's an Overview of MED Week!

Tuesday, October 2nd

MEDWeek will kick off at 7:15 a.m. at the **Kansas City Monthly Minority Business Networking Breakfast** at the Holiday Inn South at Hiway 71 and Longview Road. Cost: \$9.25

Immediately following the breakfast, corporate and government sector buyers will board a "**Business Bus Tour**" and spend the rest of the day (9:15 a.m.- 3:30 p.m.) visiting selected minority-owned businesses around the metropolitan area. There will be a charge for the catered lunch. Contact Sheila Williams (816) 243-3022, or June White at (816) 414-7000 for more information.

Wednesday, October 3rd

The Federal Executive Board of Greater Kansas City, in conjunction with the MED Week Committee, has planned an expo which includes government agencies at all levels. It is free of charge, and will be held at the Environmental Protection Agency Building at 901 N. 5th (5th and Minnesota), Kansas City, KS. on Wednesday, Oct. 3, 10:00 a.m.- 2:00 p.m.

Thursday, October 4th

8:00 a.m.- 11:30 a.m. at the Marriott Tower Downtown Hotel, Julia Lee Room, 200 W. 12th St. The Minority Supplier Council, will hold a **Buyer/Supplier Forum: "Framing The Issues In Certification"**. (free) Which certification best fits your company?

11:45 A.M. **MED Week Awards Program** \$20.00 Marriott Downtown Hotel, 200 W. 12th St. Announcement of 2001 MED Week Award winners in retail, construction, service, etc., plus a local corporation will be honored for its commitment. The K.C. District Office of the Small Business Administration will present the Minority Small Business Award.

Monday, October 8th

Youth Entrepreneurship Day, 9:30 a.m. - 1:00 p.m. Bartle Hall Conference Center, 14th & Wyandotte, K.C. MO. Area high school students get to view career opportunities, and talk to human resources personnel. Contact Marcellus Hughes at (816) 691-3811 at the Convention and Visitors' Bureau for more information.

Wednesday, October 10th

Business After Hours Networking at the AmeriStar, I-435 & East 210 Hwy. from 5:30 p.m - 7:30 p.m. Organizations represented are the Hispanic and Asian-American Chambers, the Minority Supplier Council and the Convention and Visitors Bureau. Call June White at (816) 414-7000

The MED Week Brochures, and EXPO brochures, are available from the Economic Growth Group at (816) 513-6817. (Ask for Delores)

A KANSAS CITY 2001 NATIONAL MED WEEK WINNER!

The Region VII U.S. Small Business Administration
Recognizes Satellite Janitorial Company, Inc.
As a National 2001 MED Week
Small Business Firm of the Year

Congratulations to Winford Hurd, President of
Satellite Janitorial Company, Inc., Kansas City, MO
And all of the Employees of the Company

Satellite Janitorial Company, Inc. provides superior janitorial services to private and governmental organizations in the four states of Missouri, Kansas, Iowa and Nebraska. The firm started in 1982 with four partners actually performing the work, which included a maid service. In 1989, Winford Hurd purchased the company and operated it as a corporation.

Under Mr. Hurd's leadership, Satellite Janitorial obtained 8(a) certification. Mr. Hurd credits his 8(a) certification along with other private sector solicitations to his company's success. Satellite Janitorial now offers a diversified mix of business services including snow removal, fire damage cleanup, environmental cleaning services and lawn care. After receiving 8(a) certification in 1993, Mr. Hurd formed a business plan to expand the business into four states. Leveraging the negotiated contracts gained from 8(a) participation, Mr. Hurd was successful in negotiating three large contracts with the General Services Administration (GSA) and the Corps of Engineers. Not allowing the big jobs to alienate him from the lesser-known companies, Mr. Hurd continued to take and perform successfully all of the smaller contracts that were offered. The firm originally started out with four owners performing the work themselves and has now grown to 130 full time employees. Satellite Janitorial Services has realized phenomenal growth and success with sales having risen from \$16,600 to \$1,726,864.

There are challenges that Satellite Janitorial effectively manages. The lack of ready capital often impedes the ability to bid on jobs with full confidence that the start-up costs of these contracts can be covered, in the event of delayed payment. However, through continued expansion of its network of contacts, Satellite Janitorial has gained more business opportunities so that a continual cash flow is maintained.

Satellite Janitorial Company, Inc. is very active in the community. The company provides financial support to the Raytown High School football team and provides support in the forms of spending quality time with, and financing for, the Children's Connection at Forty Acres. This is an outreach program for children whose parents are incarcerated. Mr. Hurd hopes to have a positive effect on these children, as their family structure has been destroyed.



The Contacts for Contracts EXPO Doing Business with the Government

A Special
EXPO for
Minority-Owned,
Women-Owned and Small
Businesses, sponsored by the
Federal Executive Board's Minority
Small Business Subcommittee and the
Kansas City Minority Enterprise
Development (MED) Week Committee

10 a.m. – 2 p.m.
Wednesday, October 3, 2001
Federal EPA Building,
901 N. Fifth Street
Kansas City, KS

Who Should Attend?

Minority-owned, Women-owned
And other Small Business Owners

Who Will Be There?

City, County, State and Federal Government
Representatives

When Is It?

Wednesday, October 3, 2001
From 10:00 a.m. - 2:00 p.m.

Where Is It?

The Environmental Protection Agency (EPA) Building
901 N. Fifth Street
Kansas City, Kansas

Anything Special I Need to Know?

The EXPO is Free of Charge
Parking is Easily Accessible Free of Charge
A Photo I.D. is Necessary for Entry into the Building

What's Available at the EXPO?

Website Demonstrations:

10:30 Farm Service Agency, U.S. Dept. of Agriculture
11:00 Missouri State Dept. of Transportation
11:30 U.S. Small Business Administration
12:30 U.S. General Services Administration
1:30 Open Demonstrations

Learn to use agency internet websites to track
procurement opportunities, register on *PRONet* and use
SUBNet databases, apply for a Small Disadvantaged
Business (SDB) certification, and learn more about
HUBZone designations!

What's Available at the EXPO? (cont.)

Forecasts of Upcoming Bids

ACTIVE BIDS For Such Products and Services as:

Highway Resurfacing
Landscape
Bridge and Highway Repair
IT Contracts
Handtools
Coatings, Paints, Sealants
Office Furniture
Floor Coverings
Office Supplies and Equipment
Construction and Building Materials
Special Purpose Clothing
Environmental Advisory Services
Temporary Support Services

INVITED BUYERS:

The U.S. Department of Agriculture
The U.S. Department of Agriculture - Rural Development
Services
The U.S. Department of Agriculture - Natural Resource
Conservation Services
* The U.S. Department of Commerce
* The U.S. Army (Ft. Leavenworth, Ft. Leonard Wood)
The U.S. Air Force
The Kansas and Missouri National Guard
* The U.S. Army Corps of Engineers
* The U.S. Marine Corps
The U.S. Dept of Housing & Urban Development
The U.S. Social Security Administration
The Federal Bureau of Prisons Medical Center
The Federal Bureau of Prisons
The U.S. Department of Labor
* The U.S. Small Business Administration
* The Federal Aviation Administration
The U.S. Internal Revenue Service
* The U.S. Department of Veteran's Affairs
* The Environmental Protection Agency
* The U.S. Postal Service
* The General Services Administration
State of Kansas Division of Purchasing
* The Kansas Dept. of Transportation
The State of Missouri Office of Administration
The State of Missouri Inspector General's Office
Shawnee County
* Johnson County
Jackson County
Platte County
Clay County
Douglas County
Unified Government - Wyandotte Co./Kansas City
* City of Kansas City Missouri
City of Topeka
Topeka Transit Authority
City of Lawrence
Lawrence Transit System
City of Leavenworth
City of Lenexa
City of Olathe
City of Overland Park
City of Shawnee
* Missouri Department of Transportation
* confirmed at press time

Kansas City Minority Calendar of Events 2001



*"Everybody can be
great...because
anybody can
serve."*

*Dr. Martin Luther
King, Jr. (1929-68),
African-American
religious and civil
rights leader*

SEPTEMBER

Sept. 24-26

19th Annual National Minority Enterprise Development (MED) Week Conference, "Strategies for Growth in the American Economy."

Co-sponsored by the U.S. Small Business Administration's (SBA) Office of Government Contracting and Business Development and the U.S. Department of Commerce's Minority Business Development Agency (MBDA). Omni Shoreham Hotel, 2500 Calvert St., N.W., Washington, DC 20008
1-800-The-Omni

Sept. 25 3 – 6 pm

The Enterprise Center of Johnson County/The Kansas Women's Business Center Open House

9875 Widmer Road, Lenexa, KS (directions are on web site: www.KansasWBC.com)
5:00 to 5:15 -- Presentations RSVP: 913-438-2282 by Friday, September 21, 2001 Feel free to bring guests. Snacks and beverages provided

Sept. 19 8-11:30 am

MoDot's DBE Certification & Business Workshops

Springfield, MO location. Call 573-526-8166 or fax 573-526-0558
e-mail: coled1@mail.modot.state.mo.us

OCTOBER

Oct 2 6-9 pm

Rochhurst Small Business Development Center - Series of Four Workshops

Workshop I – Planning (Oct. 9 – Workshop II – Marketing, Oct. 16 Workshop III: Administration & Personnel; Oct 23 - Workshop IV - Finance & Accounting) Location: Clay County Courthouse Annex, 1901 NE 48th St, Kansas City MO. Fee: \$100 per person for all four sessions (with \$50 discount for each additional person from one company) Call 816-501-4572

Oct 2 7:15 am

Kansas City MED Week Kickoff Kansas City Networking Breakfast

Holiday Inn South, 71 Hiway at Longview Road - \$9.25

Oct 3 10 am-2 pm

"Contacts for Contracts" EXPO – How to Do Business With the Federal Government (see page 2 of this newsletter for details!)

Oct. 4

Kansas City MED Week Celebration Awards Ceremony

Oct. 10

MED WEEK 2001- KS Procurement Fair & Awards Luncheon

Airport Plaza Hotel, Wichita, KS (316) 265-7502

Oct. 19 8-12:30

Congressman Sam Graves Procurement Conference

Maplewoods Community College Attn: Mark Coulter (816) 792-3976

Oct. 23 8-11:30 am

MoDot's DBE Certification & Business Workshops

Sikeston/Cape Girardeau, MO location. Call 573-526-8166 or fax 573-526-0558 e-mail: coled1@mail.modot.state.mo.us

Oct. 18 8-11:30 am

MoDot's DBE Certification & Business Workshops

Hannibal, MO location. Contact: see above.

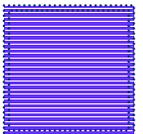
NOVEMBER

Nov. 14-16

Department of Defense Joint Regional Council for Small Business Education and Advocacy - North Central Regional Council Meeting (SADBUs)

Best Western Inn on the Park, 22 S Carroll St, Madison Wisconsin
Call 1-800-2799-8811 for more information.

The KC FEB Minority Small Business Sub-Committee
c/o The Greater Kansas City Federal Executive Board
1500 E. Bannister Road, Suite 1176
Kansas City, MO 64131



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CITY, STATE 00000**